

Re: As promised...

Subject: Re: As promised...
From: JOHN WALKER <john@thescbd.com>
Date: 09/07/2017 05:44 PM
To: Tara Devine <tara@devine-strategies.com>

PS: Whatever was attached to this email could not be opened?

John Walker
Executive Director
Studio City Business District
4024 Radford Ave, Edit 2, Suite A
Studio City, Ca 91604
Ofc: 818.655.5377
Fax: 818.655.8327
john@thescbd.com
www.thescbd.com



On Sep 7, 2017, at 4:56 PM, Tara Devine <tara@devine-strategies.com> wrote:

One of these files you sent contains parcel data for 118 parcels, but I wonder if a more complete database file exists (for example, the databases we do for our clients include the underlying assessment formulas and calculations so anyone can see how the calculations were done...whereas in yours, only the value is shown with no underlying work.) All consultants have to generate the database this way, but I have seen before that some do not furnish clients with this version. (Or it may be among files you haven't uncovered before.)

If you are totally confused by this email, give me a call 310-430-5121 and I can talk you through how to try to find or obtain the file that should show something between 222 and 248 parcels. It should be a document fairly similar to the "data sheet" you sent (first column AIN or APN, followed by many other parcel data columns and an assessment column.)

----- Forwarded message -----

From: "John Walker" <john@thescbd.com>
Date: Aug 14, 2017 3:38 PM
Subject: Re: As promised...
To: "Tara Devine" <tara@devine-strategies.com>
Cc:

Re: As promised...

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Hi -

We have 222 parcels.

I do not have the Word in MDP but can convert it if we do business. It is attached as a Pdf.

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Studio City MDP 2015-2019.pdf
22.6 MB

[Click to Download](#)

Master Data Sheet .xlsx
68 KB

I have this info out to a total of three consultants - all of who are experienced and have done many, many renewals - which of course makes me feel somewhat comfortable. I have been told by everything that renewal is time-consuming and precise. I have never been involved in one before so I know I will be seeking someone who can lead me through it all....

I do not have any appointments but not sure that I will be in my office so if we could set something between 1:30-3pm I can keep it clear. Just let me know?

Regards,

John Walker
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[<LogoProposalMarch Signature.jpeg>](#)

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On Aug 14, 2017, at 10:07 AM, Tara Devine <tara@devine-strategies.com> wrote:

Thank you. Yes, I would like to learn a little bit more about the specifics of your BID and your/your Board's expectations. Renewals vary significantly in terms of the scope of work, and your desired level of support.

If I were to say one way that I believe I differ from my competitors it is that I know and excel at all the components of renewal, and that I provide a higher level of client communication and all-around support than my peers (many of whom I have worked with directly.)

My firm is a one-stop. So you would only deal with myself, or occasionally my assistant, during the formation process.

I have your MDP in PDF format, but if you have a Word version, please send. And yes, I'd like to see the database to gauge how current the data is. I believe you have approximately 200 parcels?

Would you be available for a call Weds between 11-3? If not, kindly suggest an alternate.

Warmest regards,
Tara

On Aug 11, 2017 10:14 AM, "John Walker" <john@thescbd.com> wrote:
Good Morning -

It was nice meeting you and the timing could not have been better.

I have already contacted one Engineer who is going to give me an estimate to do everything - he has done several BIDS. I sent him our Data base and our MDP and would be happy to do the same with you if you would like?

I have also contacted a Consultant who seems to need to hire and oversee everyone and I am looking for of a ONE STOP SHOP kind of situation.

We already have our Steering committee - we are not expanding and as Rick Scott has said to me: "If it's not broken, don't try and fix it" - and right now, we are operating very well. This is my first renewal and it's why I have begun the process a bit earlier than the timeline suggests.

I would enjoy a conversation - to hear your services - what I can provide in order for you to give us an estimate. Please feel free to contact me or, let me know when you would like me to call.

Regards,

Re: As promised...

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On Aug 10, 2017, at 11:56 PM, Tara Devine <tara@devine-strategies.com> wrote:

It was a long day in the field for me, but I did not want to let the day expire before fulfilling my promise.

My contact information appears below. Please let me know if you'd like to set up a time to discuss your renewal needs.

I'll also send you a LinkedIn request (no obligation to accept) simply as it will give you an overview of my professional background. Devine Strategies focuses primarily on BID consulting (management, formation, renewal, etc.), but occasionally we do entitlement work and/or community outreach for select clients (mostly legacy clients or their direct referrals.)

It was a pleasure to meet you; thank you so much for hosting.

Warmest regards,

TARA DEVINE
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